A PRESENTATION OF THE SCHEMATIC DESIGN FOR THE BUSINESS AND COMMUNITY SERVICES BUILDING WILL TAKE PLACE AT THE NOVEMBER MEETING

AGENDA ITEM 14c

MEMORANDUM

To: Board of Regents

From: Board Office

Subject: Register of University of Northern Iowa Capital Improvement Business

Transactions for Period of June 26, 2004, Through September 24, 2004

Date: October 20, 2004

Recommended Actions:

1. Take the following actions for the major capital projects, as defined by Board policy adopted in June 2003.

- a. Shull Hall Projects (see pages 3 through 5).
 - Acknowledge receipt of the University's submission of information to address the Board's capital project evaluation criteria (pages 4 and 5);
 - 2. Accept the Board Office recommendation that the project meets the necessary criteria for Board consideration;
 - 3. Authorize permission to proceed with project planning; and
 - 4. Approve the transfer of \$1,600,000 to the Residence System Improvement Fund to fund the Shull Hall projects.
- b. <u>Business and Community Services</u> project (see pages 6 through 13).
 - Acknowledge receipt of the University's final submission of information to address the Board's capital project evaluation criteria (pages 10 through 13);
 - 2. Accept the Board Office recommendation that the project meets the necessary criteria for Board consideration; and
 - Approve the schematic design and project description and budget (\$4,646,000) with the understanding that this approval will constitute final Board approval and authorization to proceed with construction.

- c. <u>McLeod Center</u> project (see pages 14 through 17).
 - 1. Consider approval of the revised project budget of \$22,843,199, an increase of \$2,660,000, with the budget increase to be funded by additional private funds; and
 - 2. Subject to approval of the revised project budget, consider award of the construction contract to Cardinal Construction Company, Waterloo, Iowa, for the Base Bid of \$19,560,000, less Alternate #10 of \$108,000, for a total award of \$19,452,000.

Executive Summary:

Requested Approvals

Permission to proceed with project planning for the <u>Shull Hull Projects</u> which consists of three projects: the installation of cabinets and sinks in each of the student rooms for single occupancy use, the upgrade of bathroom areas, and the replacement of windows (see page 3); and approval of the transfer of \$1.6 million to the Residence System Improvement Fund to fund the improvements.

Phase 1 schematic design and project description and budget (\$4,646,000) for the **Business and Community Services** project which would construct a new facility to consolidate in a single, on-campus location, various services of the University's Business and Community Services outreach program. The facility would also house student and entrepreneurial business incubator space, functions of the University's Conference and Event Services, and rental space for the Black Hawk County operations of the ISU Extension Office (see page 6).

• The schematic design booklet is included with the Board's materials.

A revised project budget of \$22,843,199 for the <u>McLeod Center</u> project, an increase of \$2,660,000, with the budget increase to be funded by additional private funds, and award of the construction contract to Cardinal Construction Company in the amount of \$19,452,000 (see page 14).

Background and Analysis:

Shull Hall Projects

Project Summary

	<u>Amount</u>	<u>Date</u>	Board Action
Permission to Proceed Residence System Fund Transfer	\$ 1,600,000	Nov. 2004 Nov. 2004	Requested Requested

Background

Shull Residence Hall, one of four residence halls in the Regents Complex, is located west of the Performing Arts Center. (A map indicating the location of the residence hall is included as Attachment A.)

Construction of Shull Hall was completed in 1964; the 211 student rooms had an original design capacity to house approximately 418 students, with the majority of the rooms being double occupancy rooms.

The University's market and student survey data indicate that single bedrooms and private bathroom areas are desirable student housing amenities, and the availability of these amenities could be effective in increasing the University's residence hall occupancy.

In response to the increasing demand for single occupancy rooms and the availability of space, the University has been making an additional number of rooms available for single occupancy; the University wishes to build on its success in providing upperclass-only floors.

Based on current residence hall occupancy needs, Shull Hall was closed for the 2004-2005 academic year; with the closing of Shull Hall and the strong demand for single occupancy rooms, the University reports all rooms occupied for fall 2004.

Since Shull Hall is currently unoccupied, the University wishes to upgrade the 211 student rooms; the upgrade would create a single occupancy residence hall environment to cater to upperclass students. The upgraded residence hall would provide an additional housing option for students.

Shull Hall is also in need of improvements to address deferred maintenance issues with the bathrooms and building windows.

Project Scope

The proposed Shull Hall projects include:

- Installation of cabinets and sinks in each of the student rooms.
- Upgrade of the bathroom areas for improved privacy, safety and security.

Installation of energy-efficient windows throughout the facility to replace the existing windows which are original to the building's construction.

The University plans to complete the projects for reoccupancy of the residence hall in the fall of 2005.

Funding

Anticipated Cost/ A total of \$1,950,000 for the three components as detailed below, to be funded by Residence System Improvement Funds.

Room Improvements Deferred Maintenance	\$ 870,000
Bathroom Improvements Window Replacements	640,000 440,000

Total \$ 1,950,000

Residence System Fund Transfer

The bond resolution covenants of the University's Residence System (Dormitory) Revenue Bonds allow for the transfer of net revenues of the Dormitory System to the Improvement Fund upon approval of the Board of Regents.

Monies must first be transferred to the Improvement Fund before they can be expended for improvements to residential and dining facilities.

The University requests approval of the transfer of \$1,600,000 to the Improvement Fund to help pay the costs of the Shull Hall improvements.

Evaluation Criteria

Since the project meets the Board's definition of a major capital project, the University has provided the following information in response to the Board's evaluation criteria.

Institutional Mission/Strategic Plan

Goal #5 in UNI's strategic plan is to "Foster a supportive living, learning and working environment with services and programs that promote individual well being and organizational effectiveness." The Department of Residence is directly responsible for providing the campus supportive living environment identified in this goal. The department has a support and catalyst role with respect to the learning and working environment.

Students who live on campus earn better grades and are more likely to persist through graduation. As such, the role of on-campus housing and dining has a direct bearing on the education attainment of students. With the changing desires of today's student and the aging infrastructure of the building, Shull Hall no longer adequately serves the intended purpose.

Students want single bedrooms and more updated restrooms. proposed Shull Hall Projects will address these needs. Original windows leak and are not energy efficient; new windows will correct this problem. Restrooms and plumbing infrastructure are original and need to be replaced and minor modifications need to be made to student rooms.

Other Alternatives Explored	More extensive remodeling was explored but was deemed too cost prohibitive at this time. Abandoning the building is not warranted as there is a forecast for unmet demand for on-campus housing.
Impact on Other Facilities and Square Footage	No abandonment, transfer, or demolition is scheduled as part of the project.
Financial Resources for Construction Project	Residence System Improvement Funds will cover the entire cost of the remodel. As an auxiliary enterprise, the Department of Residence receives no state appropriations.
Financial Resources for Operations and Maintenance	Department of Residence revenues, primarily from room and board fees, will cover ongoing operations.
External Forces	The projected student demand for rooms, which Shull Hall can provide, creates a strong need for the Shull Hall Projects to proceed so that occupancy can occur for the Fall of 2005.

Business and Community Services

Project Summary

	<u>Amount</u>	<u>Date</u>	Board Action
Permission to Proceed Initial Review and Consideration of Capital Project Evaluation Criteria Architectural Agreement		Oct. 2003 Oct. 2003	Approved Received Report
(InVision Architecture, Waterloo, IA) Phase 1 Program Statement	\$ 480,000	Feb. 2004 June 2004	Approved Approved
Final Review and Consideration of Capital Project Evaluation Criteria Phase 1 Schematic Design		Nov. 2004 Nov. 2004	Receive Report Requested
Phase 1 Project Description and Total Budget	4,646,000	Nov. 2004	Requested

Background

The University of Northern Iowa Business and Community Services outreach program provides training, technical assistance, and market research for businesses, and economic development assistance for Iowa communities.

 The program includes the Small Business Development Center, John Pappajohn Entrepreneurial Center, Strategic Marketing Services, Institute for Decision Making, Management and Professional Development, the Iowa Waste Reduction Center, and Ag-Based Industrial Lubricants.

The Business and Community Services program functions are currently housed in scattered locations on campus and in leased space in the Cedar Valley area.

The University wishes to construct a new facility to consolidate the majority of the functions of the Business and Community Services program into a single campus location to further promote collaboration among the various units and to achieve a number of operational efficiencies.

The estimated cost for the entire project is \$7.5 million; however, funding commitments to date from the U.S. Department of Energy, Grow Iowa Values Fund, and the federal Small Business Administration, total \$4,646,000.

The University has been proceeding with the Phase 1 project based on current funding commitments and plans to pursue additional funding for the Phase 2 project.

As approved by the Board in June 2004, the Phase 1 building program includes the John Pappajohn Entrepreneurial Center, Institute for Decision Making, conference center, and student and entrepreneurial business accelerator space.

Additional functions included in the approved Phase 1 building program are the University's Conference and Event Services (which would organize community outreach conferences and meetings for the facility), and rental space for use by the Iowa State University Extension Office (which would allow the sharing of meeting and conference space and promote collaboration between the two universities and their outreach programs).

Site Plan

The building would be constructed on the University's south campus, which has been designated as the University's public outreach area. The specific building site is located to the west of the Center for Energy and Environmental Education. (A map showing the building location is included as Attachment B.)

Schematic Design

The schematic design booklet is included with the Board's materials.

The following are highlights of the interior design.

Lower Level

The main building entrance would be located at the northwest (facing the University's main campus) and would serve the building's main corridor.

The Innovation Accelerator open work space and office areas would be located along the southwest wall of the main building corridor. The office areas of Conference and Event Services would be located adjacent to this space to the northwest. The ISU Extension office, restroom areas, and elevator would be located along the northeast wall of the main corridor.

The Conference Center would be located at the northwest end of the building near the main building entrance. An additional building entrance to the northeast would serve a second building corridor and the Conference Center.

Upper Level

The Pappajohn Entrepreneurial Center and Institute for Decision Making would be located along the southwest wall of the main corridor in adjacent office space to encourage collaboration between the two programs. Restroom areas and the elevator would be located along the northeast wall of the main corridor.

The following are highlights of the exterior design.

The building would be constructed of brick and pre-cast concrete to complement the exterior of the adjacent Center for Energy and Environmental Education.

The exterior materials would also identify the building's interior functions; the Conference Center and Innovation Accelerator work space would be constructed primarily of brick, and the office and corridor areas would be constructed of concrete and glass. The continuous horizontal windows in the office areas have been designed to provide flexibility for the interior layouts and to maximize daylighting for the space.

The site would provide plaza areas to the northwest to serve the main building entrance, and to the northeast to connect with the Center for Energy and Environmental Education.

Parking

A parking area for 36 vehicles would be constructed south of the building.

Proposed Phase 2 Expansion The schematic design outlines the proposed Phase 2 expansion areas for the facility, which include expansion to the southeast (indicated on the site plan and the interior drawings) and the enclosed walkway connection to the Center for Energy and Environmental Education (indicated on the upper level interior drawing).

The future construction of the Phase 2 expansion areas is subject to additional project funding.

Square Footage Table

The following table compares the detailed square footages for the schematic design with the square footages in the approved building program.

Detailed Building Program

	Building Program	Schematic Design	
John Pappajohn Entrepreneurial Center and Student Incubator	1,990	2,339	
Institute for Decision Making	1,226	1,257	
Shared Use Areas (Conference Center, Seminar Areas, Office Space, Support Areas)	<u>5,880</u> 9,096	<u>4,787</u> 8,383	nsf
Innovation Accelerator	6,040	5,766	nsf
ISU Extension Office	3,860	4,040	
Conference and Event Services	<u>1,650</u>	<u>1,274</u>	
Total Net Assignable Space	<u>20,646</u>	<u>19,463</u>	nsf
Anticipated Gross Square Feet	31,332	34,300	gsf
Net-to-Gross Ratio (schematic) = 57 perc	ent		

Program/ Schematic Comparison The schematic design reflects a decrease of 1,183 net square feet from the approved building program. The majority of the decrease is due to a reduction in space for the Conference Center; facilities in the adjacent Center for Energy and Environmental Education would be utilized.

Schedule

The University plans to begin construction in the spring of 2005, with occupancy in the summer of 2006.

Project Budget

Construction Design, Inspection and Administration Furniture and Equipment Artwork Contingency	\$ 3,900,000 547,000 25,770 23,230 150,000
TOTAL	<u>\$ 4,646,000</u>
Source of Funds: U.S. Department of Energy Endow Iowa Grants (formerly Grow Iowa Values Fund) U.S. Small Business Administration	\$ 2,896,000 1,500,000 <u>250,000</u>
TOTAL	<u>\$ 4,646,000</u>

Building
Operating
Expenses and
Revenues

Expenses for the first year of the facility's operation (FY 2007) are estimated at approximately \$140,000. These expenses include opening new building costs, and custodial and utility costs.

Projected operating revenues for the first year total approximately \$143,000.

- Lease revenue and utility reimbursements from Iowa State University are projected at \$73,000 in the first year.
- The Business and Community Services indirect cost incentive allocations and reallocations, and rental income from the University of Northern lowa functions to be housed in the facility are projected at \$70,000 in the first year.

Evaluation Criteria

Since the project meets the Board's definition of a major capital project, the University has provided the following information in response to the Board's evaluation criteria.

Institutional Mission/Strategic Plan UNI's Strategic Plan emphasizes its obligation to contribute to the prosperity and quality of life in Iowa through its outreach programs and partnerships in Goal 4. Specifically, subgoal 4.2.3 is "to increase the number of relationships between the University and the business community." To support UNI's goals for this outreach emphasis, a more specific economic development and technology transfer plan has been prepared, adopted and approved by the Board of Regents. The purpose of the plan is to serve the state and region through applied research, technology transfer and economic development services. The proposed building for Business and Community Services (BCS) supports all three goals outlined in the Technology Transfer and Economic Development Plan. In addition, the Board of Regents expects each Regent institution to promote economic growth as outlined in its strategic plan.

UNI is in the process of revising its strategic plan and has included a new objective for creating a public campus with externally funded facilities to better serve the needs of external constituencies. The public campus will provide an opportunity for UNI outreach and external programs to colocate in a centralized location for better operational efficiencies while being more convenient for business and community clients, visitors, alumni, students, faculty and staff.

The purpose of the BCS building is to house UNI outreach programs that will provide hands-on technical assistance to businesses and entrepreneurs throughout lowa. The BCS building will also provide an opportunity for UNI outreach programs to deliver tailored training and education programs in state-of-the-art training facilities and provide incubation space to early stage businesses and entrepreneurs to accelerate their business growth.

The proposed Phase I construction is part of a multi-phase project, due primarily to partial Federal funding appropriations. Phase I will include moving select BCS outreach programs into the facility. Outreach programs included in Phase I are the Institute for Decision Making, the John Pappajohn Entrepreneurial Center, Conference and Event Services, an Innovation Accelerator and student incubator, BCS administrative offices and grants coordinator, Intellectual Property staffing and Iowa State University Extension. The BCS building will also include prominent conference space for interactive planning and training sessions provided by UNI and ISU programs to external constituencies.

The BCS building, Innovation Accelerator and student incubator are consistent with the UNI updated strategic plan, which calls for the creation of a "public campus" and "expanding the involvement of the University in addressing critical local, state and national needs." The public campus will provide an interactive environment for public/private partnerships utilizing the combined resources of UNI, ISU and the broader community to create economic change.

The BCS building and related incubators will promote synergy among the Universities, the Cedar Valley communities and the State of Iowa by facilitating the commercialization of technology and providing hands-on technical assistance to existing businesses and community leaders. Both conference and incubator facilities will provide easy access and convenient parking for clients and tenants. The south campus location will also provide opportunities for cross-utilization of the Center for Energy and Environmental Education building.

Innovation Accelerator incubator facilities will include convenient space close to campus to meet the needs of faculty and staff as they pursue business endeavors while initially maintaining their teaching or outreach duties. Private sector ventures will also be tenants in the accelerator. The on-campus location will also provide convenient incubator space for students. The student incubator portion of the BCS Building will provide 10-12 office areas, an innovation lab, equipment and business counseling for student-owned business ventures. Student entrepreneurs will be assisted by the UNI John Pappajohn Entrepreneurial Center.

Other Alternatives Explored

In order to meet the space needs of a combined BCS building and business incubator facility at UNI, both on-campus and off-campus locations were considered. Existing space is not available on the UNI campus to meet the outlined space needs within a single facility. Off-campus space is not convenient for students and faculty who participate in outreach programs. The building will also include a business accelerator and student incubator components, which need to be close to UNI to accommodate students and to encourage faculty to convert intellectual capital into intellectual property.

UNI outreach programs currently rent space in the Cedar Falls Industrial Park, downtown Waterloo and Waverly. Continuing this growth in varied locations creates barriers for student and faculty participation.

Impact on Other Facilities and Square Footage

Approximately 7,000 square feet of current programming space will be transferred to the new BCS building in Phase I. All of these UNI programs are currently located in on-campus facilities. Spaces vacated in University buildings will be reassigned to other departments in need of space. The remaining space in the new building will house the innovation accelerator and student incubator as set forth in the Grow lowa Values legislation and provide rental space to lowa State Extension. There will not be any on-campus space that will be abandoned or demolished.

Phase I of the proposed Business and Community Services Building is planned to be 34,300 square feet. Space vacated by programs moving to the BCS Building will be occupied by the College of Business Administration and outreach programs in need of space. There will not be any on-campus space abandoned or disposed of.

Financial
Resources for
Construction
Project

Three primary sources of funding are being pursued for the Business and Community Services building. The primary source is from the United States Department of Energy through a special appropriation. design phase of the funding (\$481,000) was committed this fiscal year and construction funding (\$2,415,000) was recently received. Federal funding support was also received from the Small Business Administration (SBA) for a student incubator (\$250,000 for construction). The other source of capital for the accelerator portion of the building was included in the initial Grow Iowa Values fund. Legislative language in the bill appropriated \$1.862 million to UNI for construction of the Innovation Accelerator and to provide technical assistance and market research for lowa entrepreneurs. During the September 2004 Special Session, language was included to validate this appropriation and to validate the \$1.862 million contract between UNI and the Iowa Department of Economic Development. Of the total appropriation, \$1.5 million is being allocated for construction of the Innovation Accelerator. Cross utilization of funding sources will provide UNI with the adequate square footage to meet expectations of both State and Federal funding sources.

Financial Resources for Operations and Maintenance

UNI will ensure that capital and operating obligations associated with the BCS building and related incubator facilities will not divert monies from the institution's general education fund. UNI Facilities Services estimates operation and maintenance fees to be about \$4 per square foot or approximately \$137,000 annually. To generate the necessary operating and maintenance funds, UNI will lease space to ISU Extension (exact terms of the lease to be negotiated) and ISU will also share expenses for the conference space. Other sources of revenue will be obtained through indirect costs recovered by BCS programs and possibly a portion of rental income from incubator space (after staffing needs are covered).

External Forces

Federal and State appropriations have been approved for the proposed BCS building and innovation accelerator. Combining capital resources from the Department of Energy, the SBA and the Grow lowa Values fund creates a unique opportunity for UNI to create a "public campus" for external constituents while enhancing opportunities for students to actively participate in outreach activities. The proposed building has been discussed and internally evaluated for the past six years. Funding limitations and other University priorities have forced the project to stay on the longer-term priority list. However, due to the support of our Congressional delegation, it appears UNI has a unique window of opportunity to create a facility to better serve lowa and to create enhanced opportunities for students, faculty and staff to contribute to the economy of lowa.

McLeod Center

Project Summary

	<u>Amount</u>	<u>Date</u>	Board Action
Permission to Proceed		Nov. 2001	Approved
Architectural Agreement (Herbert Lewis Kruse Blunck, Des Moines, IA)	\$ 1,487,300 ¹	May 2002	Approved
Program Statement		Oct. 2002	Approved
Schematic Design Initial Review and Consideration of Capital		April 2003	Report Received Received
Project Evaluation Criteria		July 2003	Report
Final Review and Consideration of Capital Project Evaluation Criteria		Nov. 2003	Received Report
Revised Schematic Design – Option C		Nov. 2003	Approved
Project Description and Total Budget -			
Option C	20,183,199	Nov. 2003	Approved
Architectural Amendments (Herbert Lewis Kruse Blunck, Des Moines, IA)			
Amendment #1	106,445	Nov. 2003	Approved
Amendment #2 (est. at \$200,000)	177,091	Nov. 2003	Approved
Amendments #3 - #8	269,267		Not Required ²
Construction Contract Awards— North UNI-Dome Improvements—Phase 1			
(Cardinal Construction, Waterloo, IA)	276,820	Aug. 2004	Ratified
UNI-Dome Utility Relocation	Reject Bids	Aug. 2004	Ratified
Revised Project Budget Construction Contract Award	22,843,199	Nov. 2004	Requested
(Cardinal Construction Company)	19,452,000	Nov. 2004	Requested

¹ The original approved fee of \$1,903,200 also included funds for design of the Human Performance Center; the fees are now being tracked separately.

Background

Construction of the <u>McLeod Center</u> would provide a 6,100 seat multipurpose arena to host athletic events, including men's and women's basketball games, volleyball matches, and wrestling meets, and other special events.

 The facility would be constructed immediately to the south of the UNI-Dome.

Board Action – November 2003

In November 2003, the Board approved the schematic design and project budget of \$20,183,199.

The approved project included program enhancements consisting of retractable seating at the north end of the event floor, a rigging system and catwalks.

² Approved by University in accordance with Board procedures.

Bid Opening

Six bids were received for the general construction contract on October 7, 2004. The low Base Bid as submitted by Cardinal Construction of Waterloo, Iowa, in the amount of \$19,560,000, is approximately 20 percent above the engineering estimate of \$16,266,405.

• The six bids have a range of approximately 13 percent; the two low bids have a range of 1.3 percent.

The University has provided the following additional information:

- While the engineering estimate included escalated costs for steel and other building materials, costs were higher than had been estimated for ductwork, conduit, miscellaneous steel, and windows systems, all of which include steel as a component.
- The Base Bid includes all general, mechanical and electrical construction for the facility.

Revised Project Budget

Since the construction contract cannot be awarded within the existing project budget, the University requests approval of a revised project budget in the amount of \$22,843,199, an increase of \$2,660,000.

The budget increase would be funded by additional private funds; all but \$702,797 of the additional funds have been raised.

The following is the detail of the November 2003 approved budget and the proposed revised budget, both with fund sources.

Project Budget

	Initial Budget <u>Nov. 2003</u>	Revised Budget <u>Nov. 2004</u>
Contracts/Purchase Orders Design, Inspection and Administration Furniture and Equipment Art Work Contingencies	\$ 16,700,000 1,750,000 715,000 101,000 <u>917,199</u>	\$ 19,760,000 2,000,000 400,000 114,216 568,983
TOTAL	<u>\$ 20,183,199</u>	\$ 22,843,199
Source of Funds:		
UNI Foundation Funding Original Funding Supplemental Commitment	\$ 17,000,000	\$ 17,000,000
Cash Transfer from Students First Undesignated Campaign Fund Pledges to be Received Additional Gifts Needed		1,000,000 957,203 702,797
Golf Course Sale Proceeds City of Cedar Falls Loan Additional Borrowing	1,000,000 500,000 <u>1,683,199</u>	1,000,000 500,000 <u>1,683,199</u>
TOTAL	<u>\$ 20,183,199</u>	<u>\$ 22,843,199</u>

Revised Budget Analysis

The recommended contract award of \$19,452,000 is within the revised construction budget of \$19,760,000; the award would result in a construction balance of \$308,000. With the previous award of the North UNI-Dome Improvements—Phase 1 contract of \$276,820, the construction balance would be reduced to \$31,180.

The cost for the building control systems (estimated between \$250,000 to \$300,000) has yet to be funded from the project budget; this would be administered as a purchase order through the state contract.

 The University has indicated that the costs for the building controls and any additional design fees would be funded by the balance in the construction and contingency line items, and any savings that may result from value engineering.

The University will need to carefully monitor the project contingency line item to ensure that sufficient funds for the project are available.

The UNI Foundation has agreed to sign a funding contract to guarantee the additional \$2,660,000 with its general credit so that a construction contract can be awarded.

The contract would stipulate the following payment amounts and dates: \$1,000,000 due May 26, 2006; \$1,000,000 due June 25, 2006; and \$660,000 due July 25, 2006.

Construction Contract Award

Subject to approval of the revised project budget, the University requests award of the construction contract to Cardinal Construction Company, Waterloo, Iowa, for the Base Bid of \$19,560,000, less Alternate #10 of \$108,000, for a total award of \$19,452,000.

 Alternate #10 would deduct interior finishes for the entry level of the facility.

Also presented for Board ratification is the rejection of bids for one construction contract, the acceptance of six completed construction contracts, and two final reports. The register prepared by the University is included in the Regent Exhibit Book.

Sheila Doyle

Approved:

Gregory S. Nichols



